

Information, Training, & Events

Stay informed about business training, events and helpful business development information through our monthly newsletter. We will send follow up emails with reminders about upcoming training and events, which you can check on our website:

www.isisns.ca/business.

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Workshops and Training

Introduction to Entrepreneurship

September 17, 9:00 – 11:30 am – Free!

This workshop will help aspiring entrepreneurs understand the process of entrepreneurship, its benefits and challenges.

Franchising your Business

September 21, 6:00 – 8:00 pm – Free!

This free workshop will provide information on how to franchise your business, or establish a franchise.

Sales Training for Business Growth

September 23, 9:00 am-3:00 pm

Cost \$25.00

This workshop will help you develop a business sales strategy and improve your sales skills.

You will create a clear and concise, step-by-step strategic sales action plan, and implementing it, to learn how to find and retain customers.

Networking for Success

September 27, 2011, 6:00-9:00 free

This free workshop will teach you how to network in the community to grow your business, meet potential customers, and learn about the market place. Networking in the community is the key to the success of your business!



Business Skills Development Training

Sessions are every Thursday evening from 6:00 - 9:00 pm

This series of workshops will start every 12 weeks, beginning:

- **September 8, 2011**
- January 12, 2012

These workshops will give you the information and skills you need to start your business in Nova Scotia.

Cost: only \$99.00 for 12 weeks. A certificate is given to those who attend all classes. Topics covered :

1. Introduction to Business in Nova Scotia

Learn the requirements to open a business

(1 session)

Thursday, 6:00pm - 9:00pm

- Business Structures
- Business Registration
- Licenses and Permits
- Financing for Small Business

3. Business Knowledge by Community

Professionals

The rules and regulations of starting a business

In Nova Scotia

(5 sessions)

Thursday, 6:00pm - 9:00pm

- Legal Structures (forms of business)
- Nova Scotia Taxes for Small Business
- Credit Score and Financing for Small Business
- Employment & Labor Laws in Nova Scotia
- Marketing and more

2. Evaluating your Business Idea

Thursday, 6:00pm - 9:00pm

Is there a market for your business idea?

- Entrepreneurship
- Idea Assessment
- Business Culture in Nova Scotia
- Market Research – finding your customers
- Business Trends

4. Business Plan Development

Write your business plan in 5 weeks in this step-by-step

workshop. Your Business Development Training will

assist you through each stage of the business plan:

(5 sessions)

Thursday, 6:00pm - 9:00pm

- Description of your proposed business
- Market analysis (Customers & competitors)
- Business operations and financial analysis (Start-up costs)

IMPORTANT: Please contact ISIS (business@isisns.ca) to register for any workshops or events you are planning to attend. If you have registered and are unable to attend please let us know. ISIS is a scent free workplace. Please refrain from wearing scented products.



Business Development Services Newsletter

Business Buy and Sell Training and Networking

October 27, 2011 (tentative date)

Do you want to sell your business and/or buy a new business?

This is the event for you! Stay tuned to our website for more information.

Visit the Seaport International Market

Every Friday from 10 am – 6 pm

The Halifax Seaport Farmer's Market is located next to Pier 21 on the waterfront, and provides an exciting opportunity for you to sell food and/or products from your country of origin. It is also an excellent way to shop for fresh foods or unique items. If you are interested in becoming a part of this exciting opportunity and would like additional information please contact Gordon Michael at (902) 429 –7322 or email gfmfic@gmail.com.

Online Learning

For information on our online business course *Introduction to Business in Nova Scotia* visit www.isisns.ca.

Professional and Business Series

Please check out this workshop series [on our website](#).

All training programs and workshops take place at ISIS, 6960 Mumford Road, Suite 2120 (on the 2nd floor)

To register for any program or for more information, please contact:

ISIS Business Development Services

business@isisns.ca

(902) 406-8615

www.isisns.ca



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